



Resurrect Your Leads with AI Database Ignite

Stop chasing cold leads! These are hot leads who want to talk to an agent - right now!



With **Matt Croteau**



Thursdays at 10am PT

Register here



Training Objectives

- 1** Understand how AI Ignite works
- 2** Best practices for handling transfers
- 3** Lead follow-up and smart list strategies

What is AI Database Ignite ?



A one-time, aggressive outreach to revive your old leads



Designed to “wake up” your database with AI Voice

What is AI Database Ignite ?

Important!



At least 10K leads recommended



Campaign ends when your budget is used up OR we finish working your list



Can be renewed with another upfront budget

How the Ignite Campaign Works

- Leads you've imported to a pond and tagged get cold-called by AI Voice
- When a lead agrees to talk to an agent, the AI assistant will transfer the call

Important!

- After calling/texting ends, leads are considered "worked"
- No additional outreach unless you switch to AI Core
- To stop AI Ignite from contacting a lead, remove them from the pond, remove the tag, or change the CRM stage. Revert the changes to resume AI Ignite.

Handling AI Call Transfers

- You'll get a live transfer when the AI connects with a responsive lead
- Caller ID will show the lead's number (make sure you let us know which FUB inbox the pond corresponds to)

- 1 Opening Lines:**

"Hi [Lead's Name], this is [Your Name] with [Company]. I just got your info—while my assistant sends that over, I'd love to hear more about your home search!"
- 2 Build Rapport Quickly:**

Use friendly, low-pressure questions
"Tell me more about your search?"
"What are you hoping to change about where you live?"
- 3 Flip Objections into Wins:**

"I specialize in helping people just starting to plan."
"I love working with buyers who are figuring things out!"
- 4 Set the Appointment:**

"Let's do a 45-minute planning session—I do these Wednesdays or Saturdays. What works better for you?"

What If **You Missed A Call?** Here's What To Do



Follow up within 24 hours



Use tag
AL_VOICE_NEEDS_FOLLOW_UP to
identify the leads to follow up with



Set reminders to follow up for 2
weeks



Managing Ignite Leads in Your CRM

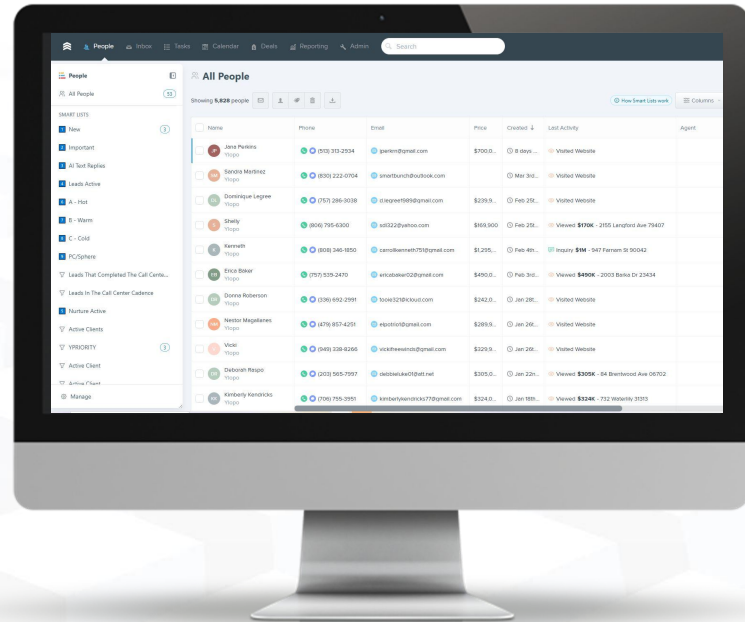
Recommendation for Smart Lists to Use



Leads recently tagged with
AI_VOICE_NEEDS_FOLLOW_UP



Leads recently tagged with
AI_ENGAGED



Managing Your **Inbox**

Leverage AI tools to optimize inbox management and enhance lead engagement

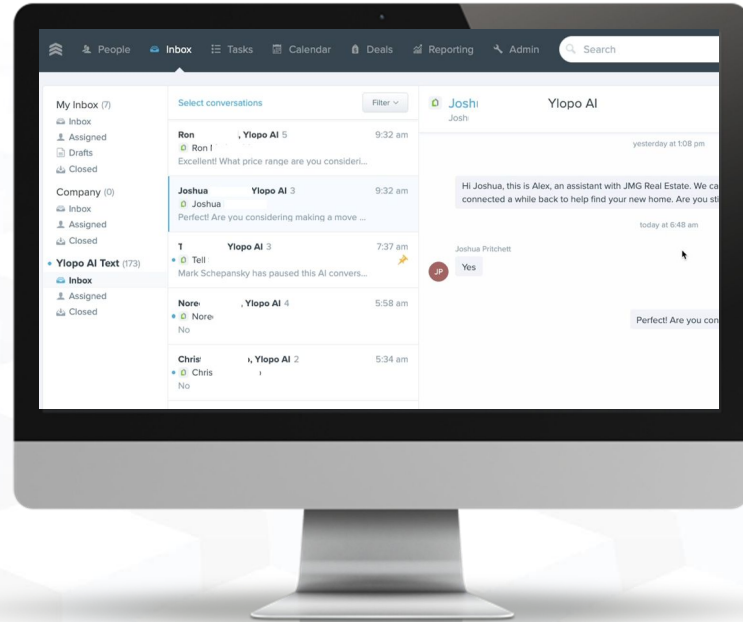


Develop response templates for consistent and efficient communication.

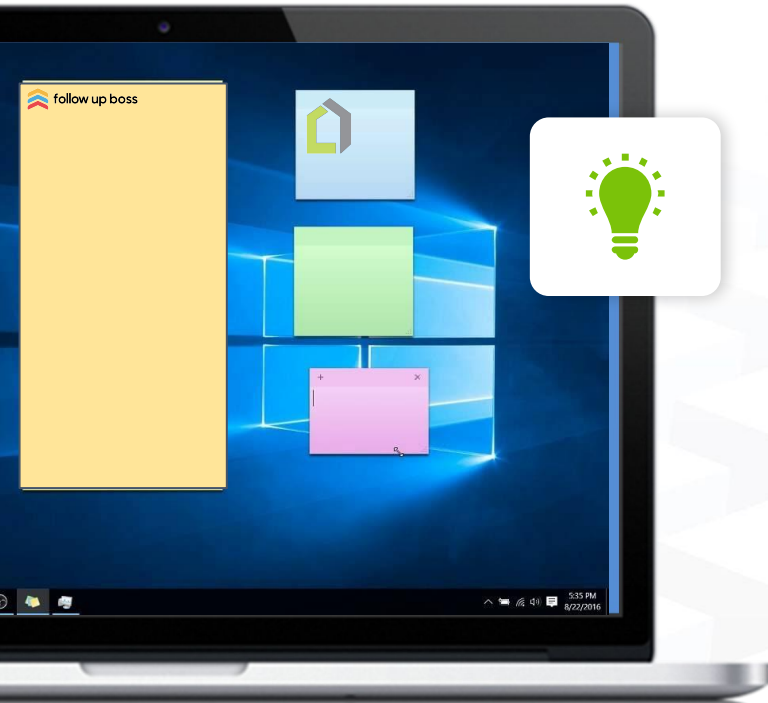


Monitor leads and ensure closure for all completed conversations.

[Inbox Management Tips for Agents](#)



Additional Reminders



Don't move leads to stages that stop Ignite unless you're ready to take over



If you want to pause AI activity, remove them from the pond or change stage



Keep an eye on the FUB Ylopo widget to check if AI Voice is still working the lead

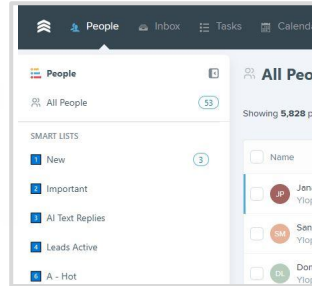
Recap



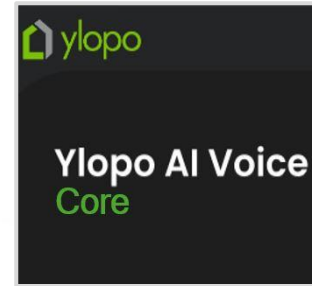
Answer the phone!



Use the script + follow up even if you miss the call



Work your Smart Lists and track lead tags



If you want to keep nurturing leads after Ignite ends, you have the option to upgrade to Ylopo AI Voice Core

Questions?



Thank you!